

Message Text

UNCLASSIFIED

PAGE 01 ROTTER 00842 011010Z
ACTION EUR-12

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FM AMCONSUL ROTTERDAM
TO USDOC WASHDC
INFO SECSTATE WASHDC 2477
AMEMBASSY THE HAGUE
AMCONSUL AMSTERDAM

UNCLAS ROTTERDAM 842

E.O. 11652: N/A
TAGS: BEXP, BTRA, NL
SUBJ: FOREIGN BUYER PROGRAM: N.V.F.T. STUDY TOUR TO SAN
FRANCISCO, CAL., MAY 1978

1. NVFT (THE NETHERLANDS SOCIETY FOR THE PRECISION ENGINEERING INDUSTRY) EINDHOVEN, NETHERLANDS, HAS APPROACHED AMCONGEN ROTTERDAM FOR ASSISTANCE IN ORGANIZING A STUDY-TOUR FOR APPROXIMATELY TWENTY HIGH LEVEL TECHNICIANS AND COMMERCIAL SPECIALISTS TO THE SAN FRANCISCO AREA IN MAY 1978 FOR 10 TO 14 DAYS.
2. NVFT MEMBERS ARE BECOMING INCREASINGLY AWARE AND APPRECIATIVE OF HIGH STANDARDS OF U.S. TECHNOLOGY IN THE FIELD OF PRECISION ENGINEERING. CURRENT ECONOMIC SITUATION IN EUROPE AND FAVORABLE DOLLAR EXCHANGE RATE MAKES U.S. PRODUCT EVEN MORE ATTRACTIVE. NVFT CONSEQUENTLY WISHES TO INVESTIGATE POSSIBILITIES OF TECHNOLOGY EXCHANGE, LICENSING AGREEMENTS, JOINT-VENTURE PRODUCTION OF COMPONENTS AND/OR AGENT-DISTRIBUTOR ARRANGEMENTS.
3. NVFT IS SPECIFICALLY INTERESTED IN VISITING SMALLER U.S. MANUFACTURERS, COMPARABLE TO MIDDLE SIZE DUTCH COMPANIES, WHICH COULD BE ORIENTED TO GREATER FOREIGN BUSINESS. MAJORITY OF SUCH U.S. FIRMS ARE LOCATED, APPARENTLY, IN THE SO-CALLED SILICON VALLEY , AN AREA SOUTH OF SAN FRANCISCO: BETWEEN PALO ALTO AND SAN JOSE, CALIFORNIA.

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4. WE WOULD APPRECIATE FBP SUGGESTIONS FOR U.S. ITINERARY INTRODUCING NVFT SPECIALISTS TO STATE OF THE ART AMONG U.S. COMPONENT SUPPLY CONTRACTORS TO SUCH U.S. EXPORT TARGET INDUSTRIES AS SAFETY AND SECURITY, PROCESS AND CONTROL INSTRUMENTATION, POLLUTION CONTROL, ETC.
5. A MEMBER OF THE NVFT HAS TOLD US CONFIDENTIALLY THAT DUTCH GOVERNMENT SUBSIDY FOR AND PARTICIPATION IN THIS STUDY-TOUR IS

POSSIBLE. IS IT POSSIBLE THAT A COUNTERPART U.S. ORGANIZATION,
NATIONAL OR LOCAL PROFESSIONAL ASSOCIATION MIGHT CO-SPONSOR
OR OTHERWISE HELP THIS GROUP?
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Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
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Subject: FOREIGN BUYER PROGRAM: N.V.F.T. STUDY TOUR TO SAN FRANCISCO, CAL., MAY 1978
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